

# **Virco Inc.**

## **National Sales Group**

### **Subject: Virco's Wichita Public Schools / US Communities Contract**

Virco's contract through Wichita PS and US Communities is the most comprehensive educational furniture and equipment contract in the country. Besides the 5,000 items that Virco manufactures for schools, Virco also represents thirteen other manufacturers of educational furniture and equipment, many of them specializing in a particular part of a school or college. Listed below are the names of our vendor partners:

**Fusion:** A complete line of upholstered executive, task and side chairs.

**Wood Designs:** Complete line of Early Learning Childhood Baltic Birch plywood or maple hardwood furniture. The line includes block play, book and display equipment and children kitchen equipment.

**Sandusky-Lee - Metal office storage.** Line includes storage systems, bookcases, media storage, mobile & non mobile office storage, book carts and paper storage.

**Shain Shop Bilt - Vocational Furniture - solid maple construction:** Line includes work benches, tool cabinets and lumber storage. Also includes art furniture, drafting tables and cad stations.

**Leonard Peterson - Complete science classroom solution.** Line includes laboratory casework, wood science tables with chemical resistance tops, demonstration tables, instruction stations, lab carts, base and wall cabinets and fume hoods.

**Republic Storage Systems - Metal shelving and storage solutions outside the office environment.** Line includes metal shop benches, storage cabinets and a full line of classroom lockers and athletic lockers.

**Invincible Office Furniture - A complete product offering in metal / laminate office furniture.** Line includes metal case goods; including panel system desks, panel base desks, free standing desks, teacher's desks & workstations.

**Ghent Mfg. - A full line of presentation products.** Line includes message boards, letter boards, white boards and cork boards.

**Waddell Display Cases - A complete line of trophy and display cases.** Product line includes oak and aluminum frames with tempered glass.

**Russwood Library Furniture - A complete offering of wood library furniture.** Solid wood, wood veneer, veneer plywood and plastic laminate products are available. Product line covers shelving, newspaper & magazine racks, computer access stations, study carrels, tables, chairs and circulation desks.

**Media Technologies** – A complete offering of wood library furniture. Solid wood, wood veneer, veneer plywood and plastic laminate products are available. Product line covers shelving, newspaper & magazine racks, computer access stations, study carrels, tables, chairs and circulation desks.

**Smith Systems** - Economical line of steel lecterns, steel book trucks, steel library shelving, steel art equipment, steel drafting and computer tables.

**Community** – Complete line of wood desks & chairs for offices, classrooms and lunches.

**High Point** – Complete line of metal / laminate case goods for classroom and administrative offices. Line includes wood executive & administrative office desks, conference room tables, wood executive seating and conference seating.

The pricing for US Communities is regional. Arkansas is located in Zone 4. The price structure is listed below:

**ZONE: 4 TX, AR, MO, OK, KS, LA, AL, MS, TN, IL, CO UT, NM**

\$0 - \$2,499	66%	off list	FOB delivered
\$2,500 to \$7,499	66.5%	off list	FOB delivered
\$7,500 to \$14,999	69.25%	off list	FOB delivered
\$15,000 to \$29,999	71%	off list	FOB delivered
Inside Delivery	add 10%	minimum order of \$2,500	
Installation	add 20%	minimum order of \$2,500	
\$30,000 +	72%	off list	FOB delivered
Inside Delivery	add 5%		
Installation	add 10%		

## Attachment A

Pricing Schedule (DPSM35)

Revised, Effective 1/17/2005

RFP01-411313-16

Manufacturers	Percentage Discount for Manufacturer's Price List by dollar volume	
Steelcase Inc. Steelcase Steel Price And Product Manual	0 - \$144,000	<u>57 %</u>
	\$144,001 - \$249,000	<u>58 %</u>
	\$249,001 +	<u>Project-specific Discounting*</u>
	Quickship	<u>54 %</u>
If there is a different discount for any other series of furniture for the manufacturer listed above, please list the name of the different series and the discount that applies if different.		
<u>Context</u>	0-\$144,000	<u>59.74%</u>
	\$328,591-\$568,102	<u>60.68%</u>
	\$568,103+	<u>Project-specific Discounting*</u>
<u>Steelcase Wood Price &amp; Product Manual and Vecta Werdli (not available through Quickship)</u>	0 - \$144,000	<u>50.5 %</u>
	\$144,001 - \$249,000	<u>51.5 %</u>
	\$249,001 +	<u>Project-specific Discounting*</u>
	Quickship	<u>47.5 %</u>
<u>Steelcase Lean, Think and Cachet, Metro, Details, Brayton and BraytonSpecs, Balance of Vecta and Wilkhahn</u>	0 - \$144,000	<u>49 %</u>
	\$144,001 - \$249,000	<u>50 %</u>
	\$249,001 +	<u>Project-specific Discounting*</u>
	Quickship	<u>46 %</u>
<u>Turnstone Price and Product Manual</u>	0 - \$144,000	<u>57 %</u>
	\$144,001+	<u>Project-specific Discounting*</u>
	Quickship	<u>53 %</u>
<u>Polyvision Static Visual Products (markerboards and tackboards) and Polyvision Technology Products</u>	0 - \$144,000	<u>49 %</u>
	\$144,001+ - \$1,000,000	<u>Project-specific Discounting*</u>
	Quickship	<u>na</u>

<b>DesignTex Group Products</b>	0 - \$144,000	<u>20</u> %
Note: DesignTex payment terms are FOB Origin.	\$144,001+ Quickship	<u>Project-specific Discounting*</u> <u>na</u>
<b>List of Exceptions:</b> All new products, Activity Products, Service Parts, Details: Special Products, Pathways products(except Universal Worksurfaces) Brayton/Braytonspaces: Austin Collection, Master's Collection, Special Products Vecta: Wilkhahn imported products; Confair (except folding tables), Kendo, Linus, Nuvola, Palette, Picto, Sito, Stitz, Versal, Cana, Cubis, 630 Range Table, Thema, and Timetable. Steelcase Architectural and Technology Products (I-line, Architectural Power and Underscore raised flooring) Steelcase Wood: Stow Davis products Polyvision - Extended warranty, premium service packages and accessories	0 - \$144,001+ Quickship	<u>Project-specific Discounting*</u> <u>na</u>
<b>Standard Delivery Time</b>		
<i>Indicate standard delivery time for initial purchase</i> 6-8 weeks standard/12 days quickship		<i>Indicate standard delivery time for orders subsequent to initial purchase</i> same
<b>Reconfiguration Costs</b> - Charge for reconfiguring manufacturer's furniture purchased and installed. Express in dollars per hour charge		\$ <u>N.A.</u> /hr per Addendum 4
<b>Design Services</b> - Charge for design services. Express in dollars Per hour charge		\$ <u>N.A.</u> /hr
<b>Rebate</b> for \$10 million or more in annual purchases		<u>      </u> %

Note: The above discounts are based on drop-shipped delivery. Installation is available from participating dealers for no more than 4% of list price, subject to the terms and conditions identified below:

When installation is made by a Steelcase dealer through this contract, the following general provisions shall apply:

**A. Labor Charges**

Installation will be performed by an authorized Steelcase dealer and is based on delivery during normal working hours within the authorized Steelcase dealer's standard service area. Additional labor charges may result from the following, and shall be confirmed to Customer in advance:

- Work performed outside of the normal working hours at Customer's request.
- Delivery and installation outside the standard service area.
- Furniture lighting, HVAC, cabling, wiring, prewired panels, power hook-up and various electrical works.
- Work disruptions due to other trades, unions or subcontractors.

**B. Condition of Job Site**

The job site shall be clean and free of debris prior to installation. Adequate facilities for parking, offloading, staging, moving, and handling of merchandise shall be provided without charge by Customer.

**C. Job Site Service**

Electric current, heat, hoisting and/or elevator service, and containers for the disposal of packing materials will be furnished without charge by Customer.

**D. Special Packaging or Handling**

If special packaging or handling is required, it may be subject to additional charges.

**E. Storage Space**

When the Product arrives at the designated site, safe and adequate storage space will be provided by Customer if immediate installation cannot be accomplished. If the space provided is inadequate, requiring excessive sorting or movement, a charge may be applied based upon agreement between Customer and Dealer.

**F. Assembly**

Dealer's ability to assemble products shipped knocked down or to attach, affix, or bolt in place movable products is sometimes dependent on union jurisdictional agreements. If trade regulations in force at the time of installation require the use of tradesmen at the site other than Dealer's own installation personnel, all resulting additional charges (e.g., the differential between union's hourly rate and dealer's hourly rate) will be paid by Customer.

\* Specific discounting equal to or greater than the contract price may apply, please contact your Participating Dealer (Seller) for quotations.

**KNOLL, INC. CONTRACT SNAPSHOT**  
**US COMMUNITIES GOVERNMENT PURCHASING ALLIANCE**  
**CONTRACT #RQ01-41131316-C**  
**FOB: DESTINATION; DELIVERY: 90 DAYS ARO**

<b>Product Line</b>	<b>Single Order List Value</b>	<b>Discount from Current Commercial Price List*</b>
Equity	ALL ORDERS	69.0%
Morrison	ALL ORDERS	67.0%
Reff	ALL ORDERS	67.0%
Reuter	ALL ORDERS	67.0%
Currents/Upstart	ALL ORDERS	67.0%
AutoStrada (except Crinion Open Table)	ALL ORDERS	67.0%
Dividends	ALL ORDERS	67.0%
Series 2	ALL ORDERS	67.0%
A3	ALL ORDERS	55.0%
Calibre	ALL ORDERS	59.0%
Interaction	ALL ORDERS	59.0%
Wood Caseworks (Includes Reference)	ALL ORDERS	59.0%
Crinion Open Table	ALL ORDERS	59.0%
Extra	ALL ORDERS	59.0%

Studio	ALL ORDERS	52.0%
Bulldog	ALL ORDERS	50.0%
Parachute	ALL ORDERS	50.0%
Sapper	ALL ORDERS	50.0%
Life	ALL ORDERS	50.0%
RPM	ALL ORDERS	50.0%
Soho	ALL ORDERS	52.0%
Open Up	ALL ORDERS	52.0%
Visor	ALL ORDERS	52.0%
Knoll Now	ALL ORDERS	45.0%
Renewal Parts	ALL ORDERS	40.0%

Note: Discounts are negotiable on a case-by-case basis. Knoll Contract Confirmation Number C0002701.

\*Based on Knoll, Inc.'s January 2005 Commercial Price Lists

**FAIRFAX COUNTY, VA CONTRACT SNAPSHOT  
CONTRACT #RQ01-41131316-C  
EXPIRATION: JANUARY 16, 2006  
PAYMENT TERMS: NET 30 DAYS  
FOB: DESTINATION**

**Ordering Address:**

**Knoll, Inc.  
c/o Participating Dealer  
P.O. Box 841366  
Dallas, TX 75284-1366**

**Payment Address:**

**Knoll, Inc.**

**1257 Water Street**

**East Greenville, PA 18041**

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**Design Services**

**Rate is \$73.47 per hour for orders in the following cities:  
Boston, Chicago, New York, San Francisco, and Washington, DC**

**Rate is \$63.27 per hour in all other locations**

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**Installation and Reconfiguration Services**

**\$66.13 - \$77.58 per hour non-union**

**\$112.26 - \$122.45 per hour union**

**To be quoted on a project-by-project basis subject to the job conditions.**



## Herman Miller, Inc., and U.S. Communities Government Purchasing Alliance

Herman Miller, Inc., Price Sheet

U.S. Communities Agreement

Action Office® Systems, Prospects®, Ethospace® System, Quadrant™ B-Front and F-Front Pedestals, Eames® Tables, Avive® Tables	67%	69%	Negotiable
Ergon 3® Seating, Equa 2® Seating, Arrio®, Resolve® Intersect™	53%	55%	Negotiable
Aeron® Seating, Mirra™ Chair	51%	52%	Negotiable
Passage®, Meridian® Storage Media Cases, Meridian® 5000 Series, Quadrant™ B-Front and F-Front Lateral Files	51%	52%	Negotiable
CLT® Tables, Kiva® Collection, Eames® Seating, Burdick Group™, Classical Seating, Collection, Aalto Collection, Celeste™ Seating	46%	47%	Negotiable
Meridian® Pedestals, Meridian® Lateral Files	52%	54%	Negotiable
Ambi® Seating, Capri® Seating, Limerick® Seating, Aside® Seating, Reaction® Seating	52%	54%	Negotiable
Co/Struc®, Action Lab™	51%	53%	Negotiable
Q™ System	65%	67%	Negotiable
Quadrant™ S & V Front Pedestals and Files, Quadrant™ Storage Towers	64%	65.5%	Negotiable
Geiger® Caseworks, Geiger® Seating	51%	52%	Negotiable
GeigerEXPRESS™	51%	52%	Negotiable
First Office Products	48.5%	50%	Negotiable
SitOnIt® Products	52%	54%	Negotiable
Baker Zydeco Products	60%	62%	Negotiable
Baker M Collection®	64%	65.5%	Negotiable
V-Wall® and M-Wall Products	58%	62.5%	Negotiable

- Purchase Orders should be issued to the local authorized Herman Miller dealer.
- Services are additional and quoted by the local dealer on a per project/order basis.
- Discounts are from list price.

Revised: 3/1/2006

## ***Haworth, Inc.***

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Haworth's distribution strategy is to work through a network of locally owned and operated dealers. It is Haworth's long held belief that a strong dealer network is fundamental to satisfying our end user customers and ensuring the ultimate success of our business. Dealers possess the ability to structure their organizational focus and services to precisely meet the needs of our customers.

Haworth's complete line of adaptable workspace solutions is available through our US Communities contract. Our products are classified into eight categories. Within each category are products to satisfy different price points. We are confident that our product offering will meet any price point desired by Illinois agencies.

Haworth's pricing offers our most competitive discount rate off our list price through the US Communities contract. The table below provides a summary of pricing available from Haworth.

<b>Product</b>	<b>Product Only Discount off List</b>
<b>Systems Product</b>	<b>58% to 68%</b>
<b>Seating</b>	<b>51% to 61%</b>
<b>Files</b>	<b>62%</b>
<b>Wood Casagoods</b>	<b>51%</b>
<b>Tables</b>	<b>61% to 68%</b>
<b>Technology</b>	<b>35% to 40%</b>
<b>Raised Floors</b>	<b>66%</b>
<b>Moveable Walls</b>	<b>37% to 40%</b>

Haworth product pricing includes delivery within the continental United States. Our product pricing is FOB-destination. Our dealers provide the value-added services of design and installation. These services are negotiated between the purchasing agency and the dealership. They are determined by the scope of project, product purchased delivery schedule, and other job by job variables.